

VOL. 7 NO. 1



THE TOKEN HUNTER

JANUARY MEETING DATE

S	M	T	W	T	F	S
31					1	2
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10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30



A publication of the *National Utah Token Society*
6143 Rainy Lane, Murray, UT 84107

dedicated to the collection, recording and preservation of tokens and medals

NEXT MEETING

THE JANUARY MEETING WILL BE HELD JANUARY 28

January Meeting

Our speaker for January will be De Kelsy of Nephi. Many club members know De. He has one of the best collections of Utah trade tokens, particularly from the central and southern part of the state. He will speak to us on how he got started collecting and some of the techniques he has used to find good tokens. He will have some interesting stories to tell and a first rate collection to display. You won't want to miss this meeting.

P.S. Please see the president's message for some additional reasons to attend the January meeting, and to be on time.

Look for Ron Greenleaf to speak on gambling chips and gaming tokens at the February meeting.

Officers

President	Bob Campbell	467-8636
Vice-President	Bill Turpela	1-884-5595
Treasurer	Frank Sommer	262-1085
Secretary	Eric Jameson	582-2729
Wagonmaster	John Sorka	262-8329
	John Nutting	1-702-382-7043
Editor	Norm Johnson	521-2800

January Raffle Prizes

1. 20 misc. medals
2. 3 H.R. tokens from Idaho
3. Magna Pool Hall GF 51
4. 1987 Club medal
5. Mills Novelty GF 5 1/2 (Park City)
6. R. M. Woolley East Garfield GF 12 1/2
7. 1945 2 1/2 Peso Gold Piece
8. Liberty Mint One Ounce Pure Silver and more

PRESIDENT'S PAGE

President's Message

I'm looking forward to serving this year as your club president. I hope we can make the club bigger and better than ever. Also, I hope we can increase our knowledge of exonomia and develop lasting friendships.

Currently, I feel our main goal should be to increase attendance at club meetings by motivating be motivating club members to attend and by bringing new members in to the club. The board has decided to try to do this in the following ways.

Everyone loves the Christmas dinner/raffle. This year we will change things just a bit. For every club meeting you attend during 1988 you will receive one ticket for the Christmas dinner/raffle. Family members who attend meetings and have a family membership will each receive one raffle ticket. We won't actually give you the tickets and expect you to keep track of them all year. The club secretary will simply take roll carefully and the raffle tickets will be distributed at the Christmas dinner based on that. Also, we will still make sure that everyone who attends the Christmas dinner gets a prize, but the better prizes will be raffled in such a way that your chances of winning will be proportional to the number of meetings you attended.

To motivate club members to bring people into the club we will offer a free membership to any club member who recruits two new members and attends 50% of his meetings in 1988. Such "old" members will be honored as "active recruiters" and will have their 1988 membership dues refunded. Also, we will continue the program of giving a U.S. silver dime to anyone who brings a guest to a club meeting.

Theres more. At each club meeting we will raffle at least one gold and one silver coin, and at least one good token. Also, there will be a "promptness prize" (one worth winning) to help you want to come on time.

We want to raise our attendance to what it has been in past years. We promise to have stimulating speakers and better club outings to be certain that everyone has a wonderful time this year.

See you at the meeting,

Bob

DEAR BLABBY

Dear Blabby:

I'd like to be a token collector, but one thing scares me. How can I know what a token's value is?

Signed, Confused in Koosherem

Dear Koos:

This is a good question. There is no easy answer, but lets consider a few things (maybe a few more than you want to hear). Somehow, we must take into account "supply and demand," because tokens are really just a commodity.

First, there is no fixed supply of any token. The rarest of the rare may turn up tomorrow in an attic or underneath a metal detector. If you're paying extra to have the "only" example of a token, you may be disappointed in time.

Second, there is no constant demand for any token. The demand trend seems generally upward, but all kinds of things influence demand and its hard to know what demand will be over time. Of particular interest, however, is "crossover" demand where, for example, collectors generally uninterested in tokens may be interested in tokens from a particular town or area.

Third, the best way to learn about the supply of and demand for tokens is to talk to people. Pay attention when a knowledgeable person says "that's a hoard token" or "in 20 years that the only one of those I've seen" or "this is unusual." Only a die-hard cut-throat will say such things to lie.

Fourth, supply and demand are relative. What one collector considers "common" may be rare indeed to someone else. Take everything with a grain of salt.

"Hasn't somebody already considered all this stuff," you say," and given us a definitive price list?" Well, yes and no. A very knowledgeable person has spent countless hours considering such things and provided us his best guesses as to rarities and prices, along with a whole lot of history. Campbell's Tokens of Utah has been called a "magnum opus." I agree. Yet, valuable as it is, I don't think its author is pretentious about it being perfect.

I am certainly no expert on token prices, but I have observed some interesting things about the Tokens of Utah. It is interesting that everyone (and I mean everyone) wants to consult it before they purchase or trade for a token. Even the handful of detractors want to know "what the book says." It is also interesting that, notwithstanding the book's listed values, a number of tokens have changed hands since its publication at

prices well above and well below those values. Maybe this is because it is difficult to gauge the demand for some of the rarer towns - Newhouse, Orem, and Robinson are examples. Yet, the listed prices of some common tokens are too high, in my opinion. The key words in the last sentence are the last three.

When you come right down to it, all any collectable is worth is what you will take and what I will pay or vice versa, depending on which of us is buying and which is selling. Its just a matter of opinion. We can use alot of aids to get us to the point of agreement. Books and price guides are helpful. Past deals also play a part. Our notions of the "market" and what it will "bear" enter in. Fortunately or not, emotions also become involved. Are any of these dispositive? No. Will some be more important than others in a given situation? Probably. After the deal is done, should everyone be happy about it? Yes!

The last point is important. It does not apply to situations where one party takes advantage of the other, whether through lying or other misrepresentation. However, alot of things can go into a token deal that aren't readily visible.

For example, if you are trying to buy or trade a good token from a treasure hunter, and you think he is holding you over a barrel for it, have you considered all of the hours he's spent finding nothing before this one showed up? What about the price of his detector? What about his expertise? All these things may not be of value to you, but they are to him. If he wants to figure a part of them into his price, isn't that his business? Shouldn't he be entitled to his opinion?

Second example. You want the same token from a dealer (or vest pocket dealer) who you think is being unfair. Did you consider his overhead: heats, lights, phone, and the rest. What about his expertise? He may have spent years acquiring the knowledge to run his business. Is his time worth anything? Again, maybe not to you, but it is to him. If he's smart, and most dealers are, he does not want to take advantage of anyone. He's in it long term. But, part of his opinion about the value of a token hinges on his selling it to make money and, if that bothers you, you should probably deal with somebody else.

This is a long-winded way of saying that the Humpty-Dumpty principle applies to token values - they are what you think they are, and nothing more and nothing less. Make sure you're being fair - especially to the Ma & Pa Kettles of the world. And, most of all, have fun.

Signed, Blabby

DUES DUE - DONT DELAY!!

by Eric Jameson

It is that glorious time of year in which your club augments its treasury (in order to bring you extra goodies during the year, such as this newsletter) by the collection of the annual membership dues. YES, they are now due! But dont worry, look at how much you get for what little you pay. For only \$7.50 (individual) or \$12.50 (family), you can claim, to the envy of all your neighbors, to have all the NUTS on you block (lucky you). You also get a subscription to the newsletter, the right to win door prizes at our meetings, the field outings, the Christmas dinner, and the latest info on tokens in Utah!

The basic individual membership gets you all the benefits of membership, and the right for one chance at the door prize drawing at each meeting (remember, the drawing will now be at the start of each meeting, so be prompt!), and one entry in the grand prize drawing at the Christmas dinner for each meeting you attend.

The family membership not only gets you all of the above, it allows every member of your family (at least all those you can drag to the meetings - pets excluded) a chance at winning the door prize, and a seperate entry in the grand prize drawing for each attending member at each meeting (yes, now you can stuff the drawing box with the help of your 15 kids)!

The club's new secretary, Eric Jameson, will be on hand to relieve you of your hard earned cash (or ill gotten gains) (or recently dug

tokens) at the next meeting. Please try to pay before March, so we can buy more & better goodies for the monthly drawings. Remember, only you can support the club.

P. S. Dont forget the bonuses offered for bringing in new members to the club, and that you also get a goodie for just bringing a visitor, even if he foolishly decides not to join (it is hard to imagine, but there really are such people in this world). Lets get those new members in here!!!!!!!!!!!!

Christmas Party

About 40 club members gathered at Seaman James Bartley's for the annual Christmas dinner/December club meeting on Tuesday Dec. 29. 1987 club awards were distributed and 1988 officers were sworn-in. Everyone enjoyed the good food and good company, as well as the "everyone-wins" raffle. Three club members were lucky enough to take home the gold: Doug Garrett and Norm Johnson won 2 1/2 peso Mexican gold pieces and Bill Molton won the grand prize - a 1/10 ounce 1987 Gold Eagle. Thanks to all who made the Christmas party a big success.

Token Hunter Notes

The Token Hunter welcomes contributions from all sources related to the history of and current interest in Utah exonumia, particularly Utah trade tokens. The Token Hunter will be mailed on the Saturday preceding each month's club meeting. Material for publication should reach Bob Campbell at All About Coins not later than 10 days before the meeting. Bob has graciously consented to this arrangement at the request of the Editor.

Your articles may be typed or handwritten. Either one is fine. Currently, there is no limit on length, so have at it! We'll even keep your contribution confidential if you like. Information related to new finds, digs (club sponsored or otherwise), token or town research, and club meetings and activities will be especially welcome. If your article doesn't fit into one of the traditional categories that have appeared in the Token Hunter, we'll make one for you. Let the club know what you are thinking! We hope that future editions of the Token Hunter will be much "meatier" than this one.

What's New?

From time to time we will publish information on new finds of Utah exnumia, particularly Utah trade tokens. Rubbings or descriptions will be published, at the finder's request. We encourage all club members to provide information. Everybody likes to know "what's new."

Club member Dave Freed reports two good additions to his collection during January. They are:

1. B.F. PEARSON/DRINK/OR/CIGAR/PL. GROVE
(Uniface, octagonal, brass, incuse/offset)

A very old, attractive, uniface token with the unusual abbreviation "PL. GROVE." Probably a territorial token. Will someone do some research?

2. MARSHALL & HARDY/ST.GEORGE/UTAH
GOOD FOR/ONE/DRINK/OR/CIGAR
(Octagonal, aluminum)

Another old, handsome token.

IN MEMORIUM

Cliff Zimmerman, the only honorary life member of the NUTS club, died January 16 in Salt Lake City. He was 95. Possibly no one in Utah had a longer association with Utah trade tokens than Cliff. We will miss him.

Clifford J.

Zimmerman, Sr.

Our dear dad and grandpa, Clifford J. Zimmerman, Sr., age 95, passed away January 16, 1988, in Salt Lake City, Utah. Born November 30, 1892, in Chicago, Illinois, to John and Emma Cook Zimmerman. Married Dewetta Peake, on June 2, 1916, in Salt Lake City. She died June 1, 1972. He moved to Salt Lake with his parents when he was 6 years old. As a young man, he worked at the Salt Lake Stamp Company until 1924, at which time he started the intermountain Stamp Works. In 1932, he started Zim Stamp & Coin Company. He was a recognized authority throughout the U.S. on stamps and coin collecting. He received the Ambassador Award from Numismatic News for his contributions to coin collecting. Governor Scott Matheson declared October 27, 1984, as Clifford J. Zimmerman Day in recognition of his contributions to stamps and coin collecting. He was a life member of the American Numismatic Association. He was a devoted member of the Salt Lake Lions Club and served on numerous committees.

Survived by two sons, Clifford J. Zimmerman, Jr., his wife Eleanor, and Donald E. Zimmerman; 7 grandchildren, Craig Zimmerman, Brent Zimmerman, Mary Hutchings, Marsha Calder, Kristi Florence, Karyl Zimmerman, all of Salt Lake area, and Kerry Marshall, of Portland, Oregon; 24 great-grandchildren; sister, Reva Geller, of Florence, Oregon.

Funeral services, Tuesday, January 19, 1988, 1:00 p.m., at the Larkin Mortuary, 260 East South Temple, where friends may call Tuesday one hour prior to the service. Interment, Mt. Olivet Cemetery.

